

July 2012



Cass County Economic Development Corporation Newsletter

Dear Cass County,

Thank you for being a member of the Cass County EDC! Your membership supports technical assistance for new and expanding businesses. http://r20.rs6.net/tn.jsp?e=0012jRFa3LleVEBpMgBjxCqNc7WteqTy_dO7mGIk_vsfNFDvOTjdqdsqwKvRn2xYkmo-RR_Tzuz_ix1GuAd9yvzEIMAKdjDUdS8sCUY3fp8JRgTnn9nnulZlcxa06B7ujab.

Good News -- Walker to Benefit from USDA grant



USDA just approved a grant for Beltrami Electric in the amount of \$195,108. This money will go to the city of Walker to expand their sewer infrastructure in the industrial park. This will be a 0% interest, 10 year loan to the city.

Congratulations to the businesses and future businesses who will locate in the industrial park due to this investment. They will benefit, as well as the city's economy. The Cass County EDC assisted Beltrami Electric with the request to USDA.

EDC Legislative Wrap Up -- Our annual wrap up was on June 21st at the Cass County Fairgrounds in Pine River. Rep's. Howes and Persell, as well as Sen's. Carlson and Saxhaug attended with about 35 EDC members and friends.

They answered tough business questions. One owner asked about the speed of repayments for medical providers, another asked about state permitting, and still another about environmental concerns of resort owners. The clarity and frankness of the elected officials was especially appreciated by the attendees.

Stay informed and communicate on issues that affect business, by being an EDC member.

Next Innovations, LTD

Arnold Volker, CEO of Next Innovations, engaged the help of the Cass County EDC to facilitate a new marketing plan. They were presented with a particularly challenging situation with the owners passing. The EDC utilized special funding from the Small Business Development Center for this new plan. It will open up new markets and



EDC Board Members

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Job Creation Survey

If you are a business who has used the assistance of the Cass County EDC, you will be receiving a survey about job creation in the next week. This purpose of the survey is to report to our members the results that have been

relationships with wholesalers to increase sales.

"Gail was very influential in us getting a marketing plan and focus for our business. The focus and plan will help us develop and stabilize our business," stated Volker.

Next Innovations, LTD had 46 jobs or 28.78 full time equivalent positions as of the end of 2011. They are located in Walker.

CLC Outreach Site in Pine River.

Central Lakes College is offering 2 technical classes at the Pine River Outreach Site this fall: **Applied Mathematics and Blueprint Reading 1**. Both classes are credit based and are part of most technical degrees, including **Robotics, Machine Tool** and more. The classes will be on Tuesday and Thursday nights at 6 PM. What an accessible and friendly place to take a night class and increase your wages and employability!

The EDC has been working with CLC to help create a scholarship fund - just for students taking classes in Pine River. As of now, \$450 has been raised locally. These donations will be used to request matching funds.

Thanks, **Mann Lake** and **Pequot Tool** for hosting registration nights! These will be held on July 26th from 5-7 in Pequot and August 21st from 5-7 in Hackensack. Potential employees can see a great manufacturing company before signing up for classes.

Gintech Tool -- Dan Gindele used the assistance of the Cass County EDC when he expanded his business this spring. Daniel started in business in January of 2004. He purchased one CNC milling machine and hired his first employee during that first year in business.

Currently, Daniel has four CNC lathe machines. He has six employees, including himself. With this expansion, he will purchase another and hire one to two more employees.

The financing came from Woodland Bank with a revolving loan from Lake Country Power, which was arranged by the EDC. "They got right on it. Moved fast," is what Gindele stated about the EDC. Gintech Tool is located in the northeast corner of Cass County, north of Remer.

Executive Directors Column.... I am not the first person to switch to new technology. I left my GPS in its gift bag for a month before trying it. Now I just love it!



So it is with online technology for me. You may have noticed that our website changed significantly last fall and we added a program called Location One. LOIS, as it is called, identifies statistics by the site, rather than by political boundaries. How great this is in a county as large as Cass!

When I work with a business interested in a specific site, I can gather loads of valuable statistics using LOIS related to that particular site. Data includes the number of potential customers in a 20 mile radius of the site. It will identify their income levels, ages and housing statistics. If a business has a larger draw, such as 30 minute drive, I can adjust it to their need. This tool demonstrates the workforce and customer base to make their move to Cass profitable.

An added benefit to realtors who are EDC Members is that we input the site/building

accomplished through the EDC.

Your responses are very important. Please return them quickly so we can concentrate on keeping the good results coming across the county.

Cass County Ex-Officio's

Comm. Bob Kangas

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EDC Advisory Board

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Howard Prushek

data quarterly. If you are an EDC member, we will add your listings to our database for extra exposure.

I use this program almost daily now and just love it. In fact using LOIS is so much fun -- I might even get my new Kindle out of its box.

Free Computer Training Project Almost Over

The Cass County EDC provided free technology training for the past year due to a grant from TDF Foundation of Washington, DC. Almost 100 participants - mostly small business owners - have taken advantage of this opportunity.

The goal of the project was to introduce the public the CLC Outreach Site in Pine River with the hopes that they will continue to use it for workforce education. Sean Wilkus of Hackensack, has been the coordinator, since August of 2011.

Excel, You Tube, Google and Basic Training will continue on Tuesday and Thursday evenings from 5-8 PM until August 16th. Got a training request? Have questions? Call us at 218-947-7523.

Contact us with your new business ideas!
Cass County Economic Development Corporation 218-947-7522

Gail Levenson, Executive Director
Sean Wilkus, Computer Lab Coordinator
Michelle Sproessig, Office Coordinator

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